



Revision number: 3

Purchasing Agent: Eula Neel

Item: VEHICLES, 2002 GMC

Vendor: 64065f Young Pontiac Cadillac GMC
P.O. Box 686
570 North Main
Layton, UT 84041

Internet Homepage: www.youngautomotive.com

Telephone: (800) 570-0601

Fax number: (801) 593-9852

Contact: Steve Bendt

Email address:

Brand/trade name: GMC

Price: See Attached

Terms: Net 14 Business Days

Effective dates: 08/16/01 through 08/31/02

Days required for delivery: N/A

Price guarantee period: 2002 Model Year

Minimum order: One

Min shipment without charges: N/A

Other conditions: **FOR PRICING INFORMATION CONTACT JARED GARDNER AT (801) 537-9243**

REVISION #3 - TO ADD INFORMATION ON VEHICLES - PAGES 5, 8, AND 9.

This contract covers only those items listed in the price schedule. It is the responsibility of the agency to ensure that other items purchased are invoiced separately. State agencies will place orders directly with the vendor (creating a PG in Finet) and make payments for the same on a PV referencing the original PG. Agencies will return to the vendor any invoice which reflects incorrect pricing.



NOTICE: Purchase of vehicles listed on this contract require prior authorization and approval (see "Ordering Procedure" below). The purchase of any vehicle model, series and factory installed options are subject to review for appropriateness. Vehicles listed on this contract are NOT to be assumed pre-approved for agency or political subdivision use.

PRICING: Prices listed below are for the BASE VEHICLE ONLY unless otherwise specified. Prices for factory installed options and applicable option credits are covered by this contract and are available at DOUBLE NET invoice prices (see "Ordering Procedures" for assistance with optional equipment).

The Base Double Net Price (DNP) is calculated as follows: Manufacturer-to-Dealer Invoice Price on the base equipped vehicle (no options unless specified otherwise) LESS holdback LESS financing LESS VQ2 Credit.

The Contract Base Price is the contract price you pay for the base equipped vehicle. The Contract Base Price is calculated as follows: Base Double Net Price PLUS destination charge PLUS dealer profit LESS Government Price Concession.

All user selected factory installed options and applicable option credits must be added/deducted to/from the Contract Base Price to arrive at the Final Vehicle Purchase Price. All user selected factory installed options and applicable option credits are to be taken at the DOUBLE NET invoice price which is Manufacturer-to-Dealer invoice price less approximately 3%.

All prices are firm for the model year (through August 31, 2002) or until the factory production cutoff date is reached (this date is generally announced by the manufacturer in late winter or early spring). Firm pricing also applies to factory installed options. Any price decreases in the base vehicle, factory installed options or additional rebates/incentives offered during the model year are to be made available to the ordering entity.

ORDERING PROCEDURES:

For STATE AGENCIES: This contract is an AR contract (authorization required). State agencies MUST coordinate purchases through the following individuals: Jim Colby (801) 619-7237

For POLITICAL SUBDIVISIONS: Political Subdivisions should work directly with their respective fleet/motor pool managers or designates when ordering a vehicle.

Users of PC Carbook can pre-configure vehicles complete with pricing to facilitate ordering. Entities who do not subscribe to the PC Carbook service may contact Jim Colby (801) 619-7237 or Jared Gardner (801) 537-9243 for assistance and guidance in determining vehicle pricing.

OPTIONAL EQUIPMENT:

For STATE AGENCIES: The above mentioned motor pool managers will assist in configuring a vehicle to meet your requirements using PC Carbook. They will generate reports listing all standard and optional equipment at the Triple Net price. They will also perform a comparative analysis of other similar makes and models on contract to determine the best value given your agency requirements for intended use.

For POLITICAL SUBDIVISIONS: Contact your respective motor pool manager for assistance. A number of political subdivision fleet/motor pool managers are now using PC Carbook. If you do not have a fleet/motor pool manager or you do not have access to PC Carbook, you may call either Jim Colby (801) 619-7237 or Jared Gardner (801) 537-9243 for assistance in selecting optional equipment and generating comparative vehicle reports.

PC CARBOOK: PC Carbook is NOT required in order to use this vehicle contract. However, for those entities responsible for purchasing or configuring several vehicles each year, the information available through PC Carbook may save you many man-hours. PC Carbook is an excellent tool for calculating the Triple Net price of



factory installed optional equipment. PC Carbook is a subscription software service for new, used and leased vehicles. It is available at a group rate of \$785/year through statewide price agreement PA-891.

SPECIFIC FEATURES OF THIS CONTRACT

I. The CONTRACT BASE PRICE includes:

1. All standard equipment
2. All deductions for holdback, financing and advertising
3. All deductions for government price concessions/bid assistance, rebates and incentives
4. Destination Charges from manufacturer to dealership
5. Dealer profit
6. All dealer preparation and pre-servicing costs. (No price deduction is available to those entities wishing to perform their own pre-servicing work):
 - a. All adjustments required to meet Utah safety inspection requirements and emission control certifications.
 - b. Tuning of engine for high altitude (4500 ft.)
 - c. Adjustments of all accessories to optimal working condition.
 - d. Inspection of electrical, braking and suspension systems.
 - e. Charging of battery.
 - f. Alignment of front end.
 - g. Inflation of tires to optimal pressure.
 - h. Computer spin balancing of all wheels including spare.
 - i. Lubrication of engine and chassis. Filling of all lubrication reservoirs (crankcase, power steering, transmission, differential, power brakes) with appropriate lubricants for current operating temperatures.
 - j. Servicing of cooling system with permanent type antifreeze and summer coolant for -20 deg. F. Windshield washer fluid reservoirs to be full and of a type suitable to -20 deg. F.
 - k. Interior and exterior to be clean and fully detailed.
 - l. Correction of all factory defects prior to delivery.
7. Documentation:
 - a. Operators (owners) manual.
 - b. Manufacturer's warranty information.
 - c. Original odometer statement (if entity is registering their own vehicle).
 - d. Manufacturer's statement of origin (MSO) (if entity is registering their own vehicle).
 - e. Application for title properly completed and signed (if entity is registering their own vehicle).
 - f. Dealer's triple net invoice.
 - g. Manufacturer's specifications attached to vehicle.
 - h. Signed pre-delivery checklist certifying completion of the above listed items.
8. Registration:
 - a. Registering and affixing the state authorized "EX" type centennial plates prior to delivery. (No price deduction is available for entities wishing to register their own vehicle).
9. Full tank of gas.
10. Three (3) sets of pre-tested keys marked with the VIN number and license plate number.
11. Delivery costs up to a 90 mile radius of dealership. (A \$1.00/mile charge one way shall apply beyond the 90 mile radius).

CALCULATING THE FINAL PURCHASE PRICE OF A VEHICLE IS EASY:

Contract Base Price
PLUS
Factory Installed Options (at triple net*)
PLUS



Delivery Charge beyond 90 mile radius (if applicable)
EQUALS
Final Purchase Price

II. The Dealership Also Agrees to the Following:

1. To provide shop/service and parts manuals at an additional cost of \$210.00/each to interested entities.
2. To charge a 25% APR finance charge to all late invoices. Terms of the contract are NET 14 BUSINESS DAYS from date of approved invoice.
3. To install owner supplied self-adhesive decals at \$4.50 per decal. Decals to be applied per owner's specifications.
4. To provide pass-through codes to manufacture approved locations and will charge ordering entity, at dealer cost, for pass-through charges for delivery to body up-fitter. * Not to delay payment on dealer supplied vehicle to body company.
5. The contract may be canceled if, but not limited to, the following conditions should they arise: 1) the dealer sells fleet vehicles to the retail market, 2) the dealer/mfg. substitutes product or equipment without entity authorization, 3) the dealer/mfg. excessively delays delivery, 4) the dealer/mfg. provides poor workmanship, 5) the dealer fails to perform as outline in the bid specifications, 6) the dealer fails to provide adequate customer service/support, and 7) pricing irregularities contrary to the contract are not supported by written documentation from the manufacturer.
6. To make every effort to notify the ordering entity within 14 day of order placement of the factory's acceptance of order, the scheduled build date and anticipated delivery date; and to deliver within the quoted lead time. Dealer agrees that the ordering entity may cancel the order if the 14 day period for factory acceptance/confirmation/build date schedule is not conveyed to the ordering entity or if delivery appears to be 30 days longer than the original quoted delivery date.
7. Prior to delivery of any vehicle, the dealer will notify and make arrangements with the ordering entity for the purposes of conducting a physical inventory of the vehicle(s).

SUGGESTED ORDERING PROCEDURES
For State Agencies

1. Agency determines need for vehicle and required features.
2. Agency contacts the appropriate fleet manager (State Motor Pool/Div. of Fleet Operations, Public Safety, Natural Resources or Transportation).
3. The fleet manager, after consulting with agency personnel: 1) determines the appropriateness of the request, 2) determines the appropriate standard and optional equipment requirements, and 3) configures a vehicle specification sheet by make, model and style based upon the standard optional equipment requested.
4. The fleet manager performs the following: 1) determines the final purchase price of the vehicle, 2) makes a comparative price analysis of various competing makes and models, 3) provides requesting agency with the comparative analysis worksheets for review, and 4) makes a recommendation to the agency as to which vehicle meets requirements at the lowest final purchase price.
5. Agency reviews the comparative analysis and recommendation. If in agreement, agency instructs fleet manager (in writing) to proceed with purchase. If in disagreement, agency recommends the alternative to the



fleet manager and submits written justification to support the alternative choice.

6. If the fleet manager agrees, the fleet manager generates an order worksheet listing the vehicle and all selected options, discounts, incentives, etc. and calculates the final purchase price.
7. The fleet manager contacts the Division of Fleet Operations. The Division of Fleet Operations will issue an authorization control number.
8. The fleet manager then places order with the appropriate dealer via, fax, mail, phone, etc.
9. Dealer enters the order and submits written documentation via mail or fax confirming order placement and factory acceptance. A build number and scheduled build date should be provided to the fleet manager within 14 business days of order placement.
10. Dealer provides frequent status reports on all orders placed with the ordering entity's fleet manager.
11. The ordering entity's fleet manager provides frequent status reports on all orders placed to the requesting agency.
12. Upon receipt and acceptance of vehicle, the fleet manager sends a copy of the invoice along with the authorization control number to the Division of Fleet Operations.

**SUGGESTED ORDERING PROCEDURES
For Political Subdivisions**

Each entity should: 1) work directly with their own fleet manager or motor pool personnel who will follow the same or similar procedures as those listed above, or 2) if the ordering entity lacks the resources and desires to utilize the services of the State Motor Pool/Division of Fleet Operations' Fleet Manager, they may do so. In such a case, the State Motor Pool/Division of Fleet Operations' Fleet Manager will follow the same or similar procedures as those listed above EXCEPT the ordering entity will be responsible for: 1) determining the appropriateness of their own vehicle requirements, 2) justifying their own alternative decisions, 3) placing their own vehicle order, and 4) obtaining their own order status reports and disseminating such information to their user entities 5) inspecting their own vehicles, and 6) approving and paying their own invoices.

NOTE: Prices followed by a number in parentheses may receive an additional deduction. See page 9.

MODEL NUMBER	DESCRIPTION	CONTRACT BASE PRICE
TS10603	Sonoma, Reg cab, 108" WB SL	\$11,144.75
TS10603	Sonoma, Reg cab, 108" WB SLS w/ISC pkg.	\$12,264.90
TS10653	Sonoma, Ext cab, 123" WB SL	\$12,360.75
TS10653	Sonoma, Ext cab, 123" WB SLS w/ISF pkg.	\$14,539.73
TS10653	Sonoma, Ext cab, 123" WB SLS Sport w/ISG pkg.	\$16,169.91
TT10653	Sonoma, Ext cab 123" WB 4WD SL /wISApkg.	\$16,443.83
TT10653	Sonoma, Ext cab 123" WB 4WD SLS w/ISB pkg.	\$18,728.93



MODEL NUMBER	DESCRIPTION	CONTRACT BASE PRICE
TT10653	Sonoma, Ext cab 123" WB 4WD SLS w/ISC pkg.	\$21,313.55
TT10643	Sonoma, Crew cab 123" WB 4WD SLS w/ISA pkg.	\$22,397.50
1500 SERIES PICK UPS		
TC15703	Sierra 1500, Reg Cab 119.0" WB, SL, Fleetside Body	\$13,501.35
TC15903	Sierra 1500, Reg Cab 133.0" WB, SL, Fleetside Body	\$13,747.60
TC15753	Sierra 1500, Ext Cab 143.5", WB SL Fleetside Body	\$18,656.50
TC15953	Sierra 1500, Ext Cab 157.5", WB SL Fleetside Body	\$18,941.08
TK15703	Sierra 1500, Reg Cab 119.0" WB 4WD SL Fleetside Body	\$17,566.40
TK15903	Sierra 1500, Reg Cab 133.0" WB 4WD SL Fleetside Body	\$17,592.75
TK15753	Sierra 1500, Ext Cab 143.5" WB 4WD SL Fleetside Body	\$21,201.64
TK15953	Sierra 1500, Ext Cab 157.5" WB 4WD SL Fleetside Body	\$21,443.30
TC15743	Sierra 1500HD, Crew Cab, 153.0" WB SLE	\$24,001.01
TC15743	Sierra 1500 HD, Crew Cab, 153.0" WB 4 WD SLE	\$26,874.01
2500 SERIES PICK UPS		
TC25903	New Sierra 2500, Reg Cab 133.0" WB SL Fleetside Body C6p	\$18,285.73
TC25753	All New Sierra 2500 HD, Ext Cab 143.5" WB SL Fleetside Body	\$22,387.28
TC25903	All New Sierra 2500, HD Reg Cab 133.0" WB SL Fleetside Body	\$18,589.54
TC25953	All New Sierra 2500, HD Ext Cab 157.5" WB SL Fleetside Body	\$22,628.94
TK25903	All New Sierra 2500, HD Reg Cab 133.0" WB 4WD SL Fleetside Body	\$20,982.58
TK25753	All New Sierra 2500, HD Ext Cab 143.5" WB C6P 4WD SL Fleetside Body	\$24,250.77
TK25953	All New Sierra 2500, HD Ext Cab 157.5" WB 4WD SL Fleetside Body	\$25,021.98
TC25743	All New Sierra 2500 Crew Cab HD, 4 dr 153" WB Wideside Body	\$23,392.78
TK25743	All New Sierra 2500 Crew Cab HD, 4 dr 153" WB 4WD Wideside Body	\$25,970.03
TC25943	All New Sierra 2500 HD Crew Cab, 4 dr, 167" WB, Wideside Body	\$23,646.28



TK25943	All New Sierra 2500 HD Crew Cab, 4 dr, 167" WB 4WD, Wideside Body	\$26,223.53
MODEL NUMBER	DESCRIPTION	CONTRACT BASE PRICE
3500 SERIES PICK UP DUAL REAR WHEELS (DRW)		
TK35903	All New Sierra 3500, Reg Cab, 8' Box, 4WD, Wideside Body, 133" WB, 11,400# GVWR	\$22,250.08
TC35953	All New Sierra 3500, Ext Cab, 4 dr, 8' Box, Wideside Body, 157.5" WB, 11,400# GVWR	\$23,712.23
TK35953	All New Sierra 3500, Ext Cab, 4 dr, 8' Box, 4WD, Wideside Body, 157.5" WB, 11,400# GVWR	\$26,319.05
TC35943	All New Sierra 3500, Crew Cab, 4 dr, 8' Box, Wideside Body, 167" WB, 11,400# GVWR	\$24,731.60
TK35943	All New Sierra 3500, Crew Cab, 4 dr, 8' Box, 4WD, Wideside Body, 167" WB, 11,400# GVWR	\$27,338.43
2500 SERIES CHASSIS CAB TRUCKS		
TC25903	All New Sierra 2500 C6P, Reg Cab 133.0" WB, 56" CA 2WD, ZW9 Pick up box delete	\$17,593.27
TC25903	All New Sierra 2500 HD, Reg Cab 133.0" WB, 56" CA 2WD, ZW9 Pick up box delete	\$17,703.59
TK25903	All New Sierra 2500 HD, Reg Cab 133" WB, 56" CA, ZW9 Pick up box delete	\$20,096.63
3500 SERIES CHASSIS-CAB TRUCKS DUAL REAR WHEEL (DRW)		
TK35903	All New Sierra 3500, 4WD Reg Cab 133" WB, ZW9 Pick up box delete, 11,400# GVWR	\$21,424.85
TC35943	All New Sierra 3500, 2WD, Crew Cab 167" WB, ZW9 Pick up box delete, 11,400# GVWR	\$24,106.37
TK35943	All New Sierra 3500, 4WD, Crew Cab 167" WB, ZW9 Pick up box delete, 11,400# GVWR	\$26,713.20
TC36003	All New Sierra 3500, 2WD, Reg Cab 137" WB, ZW9 Cab & Chassis, 11,400# GVWR	\$18,793.27
TC36403	All New Sierra 3500, 2WD, Reg Cab 161.5" WB, ZW9 Cab & Chassis, 11,400# GVWR	\$18,856.65
TC36053	All New Sierra 3500 Ext Cab, 2WD, 161.5" WB, ZW9 Cab & Chassis, 11,400# GVWR	\$21,907.40



TC36453	All New Sierra 3500 Ext Cab, 2WD, 185.5" WB, ZW9 Cab & Chassis, 11,400# GVWR	\$21,996.12
MODEL NUMBER	DESCRIPTION	CONTRACT BASE PRICE
TK36003	All New Sierra 3500 , 4WD, Reg Cab 137" WB, ZW9 Cab & Chassis, 12,000# GVWR	\$21,497.27
TK36403	All New Sierra 3500, 4WD, Reg Cab 161.5" WB, ZW9 Cab & Chassis, 12,000# GVWR	\$21,586.00
TC36053	All New Sierra 3500, 4WD, Ext Cab, 161.5" WB, ZW9 Cab & Chassis, 12,000# GVWR	\$24,636.75
TK36453	All New Sierra 3500, 4WD, Ext Cab, 185.5" WB, Zwp Cab & Chassis, 12,000# GVWR	\$24,700.12
TC31003	Sierra 3500HD, Reg Cab 135.5" WB, 60" CA C5B Chassis Cab Body, 2WD, 15,000# GVWR	\$20,439.38
TC31403	Sierra 3500HD, Reg Cab 159.5" WB, 84" CA C5B Chassis Cab Body, 2WD, 15,000# GVWR	\$20,570.35
TC31803	Sierra 3500HD, Reg Cab 183.5" WB, 108" CA C5B Chassis Cab Body, 2WD, 15,000# GVWR	\$20,709.78
SPORT UTILITY VEHICLES		
TS15506	Envoy, 4 dr, 2WD SLE	\$24,830.63
TS15506	Envoy, 4 dr, 4WD SLE	\$26,777.51
TC15706	Yukon 1500, 4 dr, SLE /1SB	\$27,912.92
TK15706	Yukon 1500, 4 dr 4WD, SLE /1SB	\$30,344.83
TC15906	Yukon XL 1500, SLE/1SB	\$30,770.00
TK15906	Yukon XL, SLE /1SB	\$32,824.20
TC25906	Yukon XL, 2500, SLE /1SB	\$31,920.46
TK25906	Yukon XL, 2500, 4WD, SLE /1SB	\$34,045.64
PASSENGER VANS		
TM11006	Safari Passenger, Ext 111" WB RWD (Rear Wheel Drive) /1SC	\$19,219.86
TL11006	Safari Passenger, Ext 111" WB AWD (All Wheel Drive) /1SC	\$21,840.33
MODEL NUMBER	DESCRIPTION	CONTRACT BASE PRICE



TG11406	Savana Passenger, G1500 135" WB Standard Body /1SA	\$17,632.25
TG21406	Savana Passenger, G2500 135" WB Standard Body /1SA	\$19,744.75
TG21706	Savana Passenger, G2500 155" WB Standard Body /1SA	\$20,505.25
TG31406	Savana Passenger, G3500 135" WB Standard Body /1SA	\$19,989.78
TG31706	Savana Passenger, G3500 155" WB Standard Body /1SA	\$20,788.30
CARGO VANS		
TM11005	Safari Cargo, 111.2" WB RWD (Rear Wheel Drive) /1SA	\$16,873.89
TL11005	Safari Cargo, 111.2" WB AWD (All Wheel Drive) /1SA	\$20,012.64
TG11405	Savana Cargo, 1500 135" WB Standard Body /1SA	\$16,168.45
TG21405	Savana Cargo, 2500 135" WB Standard Body /1SA	\$16,778.30
TG21705	Savana Cargo, 2500 155" WB Standard Body /1SA	\$17,496.55
TG31405	Savana Cargo, 3500 135" WB Standard Body /1SA	\$18,304.88
TG31705	Savana Cargo, 3500 155" WB Standard Body /1SA	\$19,056.93
SPECIALTY VEHICLES		
TG31503	G Savana Special, 139" WB C7L Dual Rear Wheel /1SA	\$17,104.24
TG31803	G Savana Special, 159" WB C7A DRW /1SA	\$17,146.49
TG31903	G Savana Special, 177" WB C7L Dual Rear Wheel /1SA	\$17,810.66

FINET COMMODITY CODE(S): **FOR AGENCY USE ONLY**

07006000000 - AUTOMOBILES AND STATION WAGONS
07093000000 - VANS, PERSONNEL (REGULAR AND HANDICAPPED EQUIPPED)
07092000000 - VANS, CARGO
07047000000 - TRUCKS, CAB AND CHASSIS ONLY
07048000000 - TRUCKS (ONE TON AND LESS CAPACITY)

2002 Model Year Order Cutoff Dates for Chevrolet & GMC Models:

CHEVROLET - Passenger Cars	
Prizm	Finished
Camaro Convertible	Finished
Camaro Coupe	April 5, 2002
Camaro B4C Special Service Package	March 8, 2002
Malibu / Impala / Monte Carlo / Cavalier (Includes Impala with 9C1/9C3/9C6 Police/Taxi Packages)	April 5, 2002
CHEVROLET - Light Duty Trucks	
Avalanche	March 28, 2002
Silverado (All Models/Powertrains)	March 28, 2002
Silverado with SEO/SEO Paint	March 22, 2002
Tahoe/Suburban	March 28, 2002
Tahoe/Suburban with SEO/SEO Paint including 5W4 Special Service Package	March 22, 2002
C3500HD without SEO	March 13, 2002
C3500HD with SEO/SEO Paint	February 13, 2002
Astro	May 10, 2002
Astro with SEO/SEO Paint	April 19, 2002
Express (Including Cutaway)	April 19, 2002
Express (All) with L18 or L65 Engine	March 15, 2002
Express with SEO/SEO Paint	April 12, 2002
Blazer / S10	May 3, 2002
Blazer / S10 with SEO/SEO Paint	April 19, 2002
Trailblazer / Trailblazer EXT	May 3, 2002
Venture	April 26, 2002
GMC Light Duty Trucks	
Sierra (All Models/Powertrains)	March 28, 2002
Sierra with SEO/SEO Paint	March 22, 2002
Yukon / Yukon XL / Denali	March 28, 2002
Yukon / Yukon XL with SEO/SEO Paint	March 22, 2002
Classic Sierra 3500HD without SEO	March 13, 2002
Classic Sierra 3500HD with SEO/SEO Paint	February 13, 2002
Safari	May 10, 2002
Safari with SEO/SEO Paint	April 19, 2002
Savana (Including Cutaway)	April 19, 2002
Savana (All) with L18 or L65 Engine	March 15, 2002
Savana with SEO/SEO Paint	April 12, 2002
Sonoma	May 3, 2002
Sonoma with SEO/SEO Paint	April 19, 2002
Envoy / Envoy XL	May 3, 2002

2002 Pontiac Model Cutoffs:

PONTIAC	Finished
Firebird Convertible	April 5, 2002
Firebird Coupe	April 5, 2002
Bonneville / Grand Am / Grand Prix / Sunfire	April 26, 2002
Montana	April 19, 2002
Aztek	